

Message Text

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R 012340Z AUG 75

FM SECSTATE WASHDC

TO AMEMBASSY RABAT

UNCLAS STATE 182655

E.O. 11652: N/A

TAGS: BEXP, MO

SUBJECT: FGT 044-EQUIPMENT FOR CASABLANCA POST OFFICE

REF: RABAT 3221

1. FOLLOWING RECEIPT REFTEL, CAGNE HAD FURTHER DISCUSSIONS WITH E-SYSTEMS PEOPLE IN DALLAS AND WASHINGTON. ALSO UNDERSTAND EMBASSY HAS BEEN IN CONTACT WITH E-SYSTEMS MAN IN BELGIUM. COMPANY IS CONCERNED THAT PTT MAY HOLD UP PROJECT TO GET PROPOSAL WHICH COMPANY MAY NOT BE ABLE TO DELIVER. THIS LIKELY TO MAKE MOROCCANS ANGRY AND JEOPARDIZE E-SYSTEMS' REPUTATION AND STAKE IN PROJECTS ALREADY UNDERTAKEN IN MOROCCO.

2. IF, AFTER READING COMPANY LITERATURE, PTT WOULD LIKE TO CONSIDER PROPOSAL FROM E-SYSTEMS BASED ON COMPANY'S SYSTEMS AND EQUIPMENT, E-SYSTEMS WOULD SEND REP TO MOROCCO. AFTER DISCUSSIONS WITH PTT, COMPANY COULD GIVE DEFINITE ANSWER ON WHETHER THEY CAN PREPARE PROPOSAL AND TIME IT WOULD TAKE TO DO IT.

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3. E-SYSTEMS WILL NOT BID TO SPECS PTT HAS NOW BUT WOULD

DEVELOP WHOLE SYSTEM BASED ON CASABLANCA REQUIREMENTS

USING E-SYSTEMS' HIGH TECHNOLOGY EQUIPMENT. COMPANY IS CURRENTLY BIDDING ON SIMILAR PROJECT FOR TEHRAN POST OFFICE. IRANIANS' DECISION ON WHO GETS THAT CONTRACT WILL ALSO AFFECT E-SYSTEMS ABILITY TO UNDERTAKE MOROCCAN PROJECT.

4. E-SYSTEMS VERY INTERESTED IN TAKING LOOK AT CASABLANCA PROJECT IF MOROCCANS INTERESTED IN PUTTING OFF PROGRAM TO DISCUSS IT WITH COMPANY. HOWEVER, IT IS IMPORTANT THAT THEY UNDERSTAND THAT COMPANY MAY NOT BE ABLE FOLLOW THROUGH.

5. WOULD APPRECIATE EMBASSY COMMENTS SOONEST. INGERSOLL

NOTE: REFTTEL BELIEVED TO BE INCORRECT.

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